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Tells the circulations of all American newspapers. Revised, corrected, and reissued every three months. Sixteen hundred pages: Price, Five Dollars a volume, or \$20 a year.

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We should hardly know how to get along without the American Newspaper Directory. We regard it by all odds the most complete and reliable guide that the advertiser can make use of; IN FACT, WE USE NO OTHER.

R. V. PIERCE, M.D.,

President World's Dis. Med. Ass'n.
BUFFALO, N. Y., July 24, 1901.

VERMONT.

The American Newspaper Directory stands, as it has always stood, the first and best of newspaper directories—the only one which cannot be ignored, the only one which every advertiser must have. No other can take its place; no other is needed.—Joseph Auld, in the Burlington (Vt.) News of July 3, 1896.

The Advisor accepts the American Newspaper Directory as the standard in newspaper ratings. The obstacles which obstruct its efforts to get true and reliable information are many.

The directory question is one which interests every publisher in the country, nay, the entire world. But in the United States directories are becoming altogether too numerous. In this, as with other books of reference, it is necessary to have one which may be relied on as being an authority on the matter of newspaper circulations. There can be no question about the fact that at this time, as for many years past, the American Newspaper Directory is that authority. The Advisor is not paid to make this announcement. It makes the statement in the interests of advertisers and publishers because it is true. One thing the advertiser is almost cock-sure of when he refers to the American Newspaper Directory is that the circulation figures he sees therein are not overstated to any great extent. Directory is that the circulation figures he sees therein are not overstated to any great extent. In most other directories they are. Only the publisher himself is to be blamed for not securing a proper rating in that publication, and every advertiser of consequence knows it. Thus the publisher who refuses to furnish a statement places himself under a reasonable suspicion.—The Advisor for June.

NEW YORK, June, 1901.

CHICAGO.

Messrs. Geo. P. Rowell & Co. 's American Newspaper Directory has long since earned the reputation of being the best of its character. It contains the results of patient, expensive, and systematic effort to secure all attainable information of interest concerning American newspapers. The work has been honestly done. This mation of interest concerning American newspapers. The work has been honestly done. This will not be questioned by any unprejudiced exammer. The most important question is circulation. In attempting to give this information the editor of the Directory encounters his most difficult work. It is the aim and necessity of the Directory to give the truth. The American Newspaper Directory is to-day the dependence and guide, in a greater or less degree, of every large advertiser in the country.— Chicago (101.) Daily News.

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What Bradstreet and Dun are to the mercantile world, the American Newspaper Directory is to the world of periodical publications.
A new advertiser will get from the American Newspaper Directory a better idea of the greatness of his country and the tremendous possibilities in newspaper advertising than from any other source

If an advertiser spends only \$100 a year he should have the American Newspaper Directory; for his business may grow and his right expenditure of his money become increasingly important. The time to learn how to spend \$10,000 a year is before it is spent, otherwise the spending may be disastrous.

Many times the best paper in town costs the advertiser no more than the poorest. The American Newspaper Directory tells which is which. The paper that was the leader in its town five years ago may lag behind to-day. Even one year may witness astonishing changes. If you are spending money for publicity, it is vastly important that you should know where to get the most of it for the price. The American Newspaper Directory gives not only the present circulation rating of every paper in America, but shows their history by quoting past ratings. The book costs five dollars a copy, and a single reference to it may readily save or make many times its cost.

All newspaper directories but one are erro-

times its cost.

All newspaper directories but one are erroneously optimistic about circulations. The American Newspaper Directory may occasionally err on the other side, but that makes it all the safer for the advertiser.

My advertising experience began in 1885, and one of the first things I did was to buy a copy of the American Newspaper Directory.

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Many a publisher is ready to prove by other directories that "Rowell's is wrong," but few indeed can be induced to prove it by opening their circulation books to the advertiser.

Among publishers who are not willing that times its cost.

Among publishers who are not willing that their real circulations be known it is the best hated book in print. The moral is not far to find.

CHARLES AUSTIN BATES.

NEW YORK, June 24, 1901.

SAPOLIO.

A growing need created it—the advertising agency system. One of the earliest and most successful workers, Geo. P. Rowell, is still in the field. He originated methods; others followed. A first early step in advance was his publication of a list of all the papers—the American Newspaper Directory. He has never ceased to love it and labor for it. Soon, out of the gross stupidity of imitation, it became a rule that every agency down to those of Oshkosh or Oklahoma must issue its own directory,—an awful waste, for not more than one out of kosh or Okiahoma must issue its own directory,
—an awful waste, for not more than one out of
ten was worth shelf room. If the National
Association of Advertising Agents could agree
long enough to buy Mr. Rowell's Directory, publish it officially, and drop all the others, it would
accomplish something. ARTEMUS WARD,
Advertising Manager for Sapolio.

In Fame, March, 1901.

WASHINGTON.

Every page of the American Newspaper Directory breathes the desire of its publishers that it shall be absolutely correct in every statement it makes.

FRANK ROE BATCHELD,
Clerk of the Committee on Banking and Currency, House of Representatives, U. S.
WASHINGTON, D. C., Jan. 17. 1899.

SOUTHERN.

We subscribe to and pay cash for the American Newspaper Directory, and find it of great value in our advertising department. We have 6,892 miles of railway, extending from Washington, D. C., all over the South, and in advertising this system we use more than 1,000 publications, and in selecting this list we find that we get a correct idea of circulation from this Directory that are not be obtained from any other similar pubrect idea of circulation from this Directory that can not be obtained from any other similar publication. We receive other newspaper directories gratis; but the fact that we pay cash for this one in addition shows that we can not place the same dependence upon the "free list." We thoroughly appreciate the careful manner in which this Directory is compiled.

Jos. H. Hannen,
Adv. Dept. Southern Railway.

WASHINGTON, D. C., Sept. 13, 1900.

I am looking forward to receiving the new edition with a great deal of anticipaton, as, although the American Newspaper Directory seemed to have reached a high state of perfection several years ago, there is always something new and of value in each succeeding edition. It is regarded as the standard authority with the Southern Railway.

S. H. HARDWICK,
General Passenger Agent.
WASHINGTON, D. C., May 21, 1901.

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ARTICLE I. This Society shall be designated the "AMERI-CAN PEACE SOCIETY."

ART. II. This Society, being founded on the principle that all war is contrary to the spirit of the gospel, shall have for its object to illustrate the inconsistency of war with Christianity, to show its baleful influence on all the great interests of mankind, and to devise means for insuring universal and permanent peace.

ART. III. Persons of every Christian denomination desirous of promoting peace on earth and goodwill towards men may

become members of this Society.

ART. IV. Every annual subscriber of two dollars shall be a member of this Society.

ART. V. The payment of twenty dollars at one time shall

constitute any person a Life-member.

ART. VI. The chairman of each corresponding committee, the officers and delegates of every auxiliary contributing to the funds of this Society, and every minister of the gospel who preaches once a year on the subject of peace, and takes up a collection in behalf of the cause, shall be entitled to the privileges of regular members.

ART. VII. All contributors shall be entitled within the year to one-half the amount of their contributions in the publi-

cations of the Society.

ART. VIII. The Officers of this Society shall be a President, Vice-Presidents, a Secretary, a Treasurer, an Auditor and a Board of Directors, consisting of not less than twenty members of the Society, including the President, Secretary and Treasurer, who shall be ex-officio members of the Board. All Officers shall hold their offices until their successors are appointed, and the Board of Directors shall have power to fill vacancies in any office of the Society. There shall be an Executive Committee of seven, consisting of the President, Secretary and five Directors to be chosen by the Board, which Committee shall, subject to the Board of Directors, have the entire control of the executive and financial affairs of the Society. Meetings of the Board of Directors or the Executive Committee may be called by the President, the Secretary, or two members of such body. The Society or the Board of Directors may invite persons of well-known legal ability to act as Honorary Counsel.

ART. IX. The Society shall hold an annual meeting at such time and place as the Board of Directors may appoint, to receive their own and the Treasurer's report, to choose officers, and transact such other business as may come before

them.

ART. X. The object of this Society shall never be changed; but the Constitution may in other respects be altered, on recommendation of the Executive Committee, or of any ten members of the Society, by a vote of three-fourths of the members present at any regular meeting.

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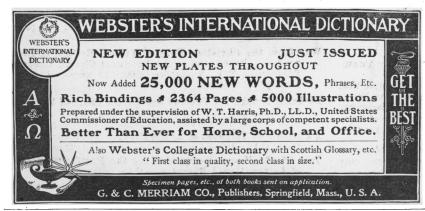
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